

Message Text

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ACTION EUR-25

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SECDEF WASHDC

AMEMBASSY ANKARA

AMEMBASSY BRUSSELS

UNCLAS USNATO 5396

C O R R E C T E D C O P Y -- E.O., TAGS & SUBJECT LINES --

E.O. 11652: N/A

TAGS: BEXP BE NATO

SUBJECT: REQUEST FOR NAMES OF INTERESTED US FIRMS, TURKEY

INFRASTRUCTURE PROJECT.

REFS: A. USNATO 4812

B. USNATO 5136

C. STATE 212669

1. AMEMBASSY BRUSSELS PASSED TO US MISSION COPY OF REF C, WHICH IS
REPLY TO MISSION REQUEST REF B. REF C DOES NOT, HOWEVER, PROVIDE
MISSION WITH ADEQUATE BASIS FOR REPLY TO TURKISH REQUEST.

2. RATIONALE FOR SO-CALLED ACCELERATED INTERNATIONAL COMPETITIVE
BIDDING (ICB) PROCEDURE BEGINS WITH HOST NATION REQUEST FOR EXEMPTION
TO NORMAL ICB REQUIREMENT. THIS WAS INITIAL TURKISH POSITION ON
THIS PROGRAM, BUT P&P COMMITTEE REFUSED TO AGREE. SPECIFICALLY,
CANADA FELT IT HAD INTERESTED FIRMS WHO WOULD WISH TO BID.

3. IN SUCH CIRCUMSTANCES, IT IS NORMAL PROCEDURE FOR HOST NATION TO
REQUEST AND P&P COMMITTEE TO GRANT USE OF ACCELERATED ICB PROCEDURE.
THIS REQUIRES NATO DELEGATIONS EITHER TO PRODUCE NAMES OF INTERESTED
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FIRMS BY A PRESCRIBED DATE OR AGREE TO WAIVING OF ICB REQUIREMENT.
THIS IS PRESENT STATUS OF TURKISH REQUEST, AND WAS BASIS FOR REF B.

4. IT WOULD BE UNFORTUNATE IF THE US WERE TO SUBMIT NAMES OF FIRMS

WHICH WE CLAIMED HAD AN INTEREST, THUS COMPELLING TURKEY TO PROCEED WITH FULL ICB PROCEDURE, ONLY TO HAVE THESE SAME FIRMS DECLINE TO SUBMIT BIDS WHEN THE TIME CAME. MISSION VIEW IS THAT US SHOULD ONLY INSIST ON FULL ICB PROCEDURE IF IT HAS FIRMS WHICH HAVE DECLARED A SERIOUS INTENTION TO BID.

5. IN ADDITION, MISSION SUBMISSION OF NAMES TO TURKISH DELEGATION SHOULD ALSO INCLUDE STATEMENT THAT THESE FIRMS ARE CERTIFIED ELIGIBLE TO BID ON NATO INFRASTRUCTURE WORKS. IF THIS IS NOT THE CASE, AN EXPLANATION IS IN ORDER, AND MISSION SHOULD PROVIDE CERTIFICATION WHEN AVAILABLE.

6. REQUEST ADVISE NLT 8 OCTOBER WHAT IF ANY NATO ELIGIBLE US FIRMS HAVE FIRM INTENTION TO BID ON THIS PROJECT, INCLUDING INSTALLATION WORK IN TURKEY. IF NO US FIRMS MEET THESE CRITERIA, AND NOT OTHER NATIONS HAVE SUBMITTED NAMES OF FIRMS, MISSION RECOMMENDS THAT TURKEY BE GRANTED AN EXEMPTION FROM ICB AS ORIGINALLY REQUESTED. IF HOWEVER OTHER NATIONS HAVE SUBMITTED NAMES, THUS REQUIRING FULL ICB IN ANY CASE, MISSION WOULD BE WILLING TO SUBMIT INFO IN REF C TO TURKISH DELEGATION, TOGETHER WITH STATEMENT THAT MISSION WILL PROVIDE CERTIFICATION OF ELIGIBILITY AT LATER DATE.

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